

# Standard Chartered Bank Botswana Limited

## Full Year Audited Financial Results For Period ended 31<sup>st</sup> December 2022

The directors have pleasure in announcing the Group (Standard Chartered Bank Botswana and its subsidiaries\*) audited financial results of the Bank for the Period ended 31 December 2022 together with comparative figures for 2021

Accelerating Zero | Resetting Globalisation | Lifting Participation

### Economic Environment

#### Global & Regional Economy

The multitude of headwinds that have faced most economies in 2022, are likely to persist in the months ahead. However, a recovery is expected to take hold in H2-2023 as the US and the Euro area emerge from relatively shallow recessions.

Taming inflation remains the top priority for central banks in the developed world – particularly the US Fed and the European Central Bank (ECB), which are still pursuing restrictive monetary policy to bring down demand-driven inflation. China will be an important driver of the expected global recovery in H2-2023, following anaemic growth of 3.0% in 2022. Consumption should start to recover in Q2 as the country gradually eases its zero-COVID stance and starts to reopen.

Economic reopening should also increase the effectiveness of other policy initiatives such as stimulus programmes, lending quotas and credit support measures, providing a boost to growth. The primary challenge for Sub-Saharan Africa (SSA) will be financing. With the all-in cost of financing rising sharply and USD liquidity conditions tightening, market access is likely to be difficult for several SSA economies. These financing challenges in the context of USD strength have put pressure on regional currencies; this implies that SSA central banks will have to continue to hike rates in 2023. Inflation remains elevated in most of the region, except for South Africa, where inflation appears to have reached its peak.

#### Local Economy

The Botswana economy remained resilient in 2022, performing better than expected for both mining and non-mining sectors. GDP is expected to moderate to 3.9% in 2023 from 4.8% in 2022. A smaller contribution from the diamond sector in 2023 is forecast, reflecting a higher base as well as risks to demand from slowing global growth. A gradual recovery in tourist arrivals should support growth.

Implementation of infrastructure projects, as highlighted in the 2023-24 Budget Strategy Paper (BSP), should buoy investment growth; rising domestic incomes – particularly in the public sector – and easing inflationary pressures should support consumption. Headline inflation averaged 12.2% in 2022 and is expected to close the year with a single digit but still above the target objective. As a result, the Bank of Botswana (BoB) is expected to adopt a cautious stance in 2023 and keep the policy rate on hold before starting to implement a rate reduction in 2024.

A twin surplus is expected in the 2022/23 financial year. A likely second consecutive annual current account (C/A) surplus should support the ongoing recovery in FX reserves. Exports are expected to remain robust on elevated diamond prices, while easing food and fuel price pressures are likely to contain imports. Faster-than-expected consolidation of public finances should reduce fiscal vulnerabilities.

### Business Performance

#### Statements of Profit or Loss

	31 Dec 2022 P'000	31 Dec 2021 P'000
Net Interest Income	583,149	444,811
Other Income	319,792	294,340
Operating Income	902,941	739,151
Operating Expenses	(606,876)	(659,462)
Profit before Impairment and Taxation	296,065	79,689
Credit loss expense on financial assets	(42,987)	(2,722)
Profit before Taxation	253,078	76,967
Taxation	(51,252)	(16,656)
Profit for the period	201,826	60,311

Our transition to becoming a truly digital bank delivered yet another strong financial year despite the uncertainty characterised by both our local and global operating environment. Our growth focus, cost and capital efficiency have lifted return on tangible equity (RoTE) to 16%, surpassing our group target of 10%. The Bank continued to build momentum by delivering strong income growth, maintaining discipline in managing its cost base ending with a notable increase in operating profit. Double digit net revenue growth of 22% year on year was supported by positive Corporate Commercial and Institutional Banking (CCIB) momentum and a favourable interest rate environment.

Our core business areas continued to deliver strong performances, with CCIB registering 69% revenue growth on the back of strong underlying business momentum and positive progress made against our strategic pillars. Our Consumer, Private & Business Banking (CPBB) segment, grew revenue by 8% largely benefiting from the higher policy rates in 2022. The digital business agenda remains critical to transform CPBB's growth and the transformation is gaining pace with digital adoption improving by 6% year on year to 76%. The business is also on a path to scale the personal segment through strategic partnerships following the launch of Agency banking in 2022. Operating expenses reduced by 8% reflecting operational efficiencies with cost-to-income ratio improving from 89% to 67% year on year. Expense efficiency is core to enabling the Bank to create positive operating leverage, whilst creating capacity to continue investing in strategic initiatives. Our credit quality remains strong, and we are well positioned to support economic growth despite continued economic uncertainty.

#### Segment Performance

	31 Dec 2022 P'000	31 Dec 2021 P'000
Consumer, Private & Business Banking	612,107	566,629
Corporate Commercial & Institutional Banking	290,834	172,522
Operating Income	902,941	739,151
Consumer, Private & Business Banking	(469,782)	(470,845)
Corporate Commercial & Institutional Banking	(137,094)	(188,617)
Operating Expenses	(606,876)	(659,462)
Consumer, Private & Business Banking	(42,554)	(32,491)
Corporate Commercial & Institutional Banking	(4,433)	(29,769)
Loan Impairment	(42,987)	(2,722)
Consumer, Private & Business Banking	99,771	63,293
Corporate Commercial & Institutional Banking	153,307	13,674
Operating Profit Before Tax	253,078	76,967

#### Net Interest Income and margin

	31 Dec 2022 P'000	31 Dec 2021 P'000
Net Interest Income	583,149	444,811
Average Interest-earning Assets	10,895,549	13,739,200
Average Interest-bearing Liabilities	11,426,963	10,483,129
Gross Yield (%)	8.44	5.60
Rate Paid (%)	2.94	2.80
Net Yield	5.50	2.80
Net Margin (%)	5.35	3.24

### Key Financial highlights

Operating profit before tax P253 million; up 229%

Operating income up 22% to P903 million

Profit after tax up 235% to P202 million

Capital Adequacy Ratio (CAR) at 17% against the Covid relief regulatory requirement of 12.5%

Return on equity improved to 17% (2021: 5.8%)

Total balance sheet grew 6%

Interest expense continues to be elevated by market liquidity constraints, resulting in 14bps increase in rate paid. Interest expense management and achieving optimal funding mix strategies remains a focus area for the Bank.

#### Credit Quality

31 Dec 2022 P'000

	31 Dec 2022 P'000	31 Dec 2021 P'000
Gross loans and Advances to customers	8,010,982	7,950,369
Of which Stage 1 and 2	7,851,430	7,736,039
Of which Stage 3	159,552	214,330

	2022 P'000	2021 P'000
Expected Credit loss provisions	235,658	234,402
Of which Stage 1 and 2	127,992	88,409
Of which Stage 3	107,666	145,993

	2022 P'000	2021 P'000
Net loans and Advances to customers	7,775,324	7,715,967
Of which Stage 1 and 2	7,723,438	7,647,630
Of which Stage 3	51,886	68,337

	2022 P'000	2021 P'000
Collateral	5,897,369	4,159,089
Stage 1 and stage 2 exposures	5,797,402	3,956,960
Stage 3 exposures	99,967	202,129

Stage 1 and 2 impairment charge increased by 45% to BWP128mm, reflective of the tough operating environment characterised by job losses and the high unemployment rate. Stage 3 impairment remained stable, the CCIB book comprises of strong global institutions, and acceptable risk on sovereign entities, with no material credit horizon risk on these names.

CPBB impairment increased due to higher charge-offs resulting from redundancies. Ageing credit-impaired loans have resulted in increased provision in recognition of the doubtful recovery, due to clients' inability to pay as well as protracted litigation processes. Strict collections procedures are being followed to minimise losses from the ageing impaired accounts.

The Bank is monitoring looming retrenchments and implementing measures to minimize their impact on advances. The lending environment has been competitive with relaxed credit risk measures; however, our credit risk requirements remain robust without compromising our risk appetite.

#### Balance Sheet and Liquidity

31 Dec 2022 P'000

	31 Dec 2022 P'000	31 Dec 2021 P'000
Assets	5,311,347	4,057,690
Loans and advances to banks	7,775,324	7,715,967
Loans and advances to customers	3,338,334	3,763,312
Other Assets	16,425,005	15,536,969

	2022 P'000	2021 P'000
Liabilities	1,237,989	653,341
Deposits from banks	13,024,890	12,618,006
Deposits from customers	1,005,466	1,217,141
Other Liabilities	15,268,345	14,488,488
Total Liabilities	1,156,660	1,048,481

	2022 P'000	2021 P'000
Advances-to-deposits Ratio (%)	60	61
Liquid Assets Ratio (%)	15.7	12.5

Total loans and advances up by 1% to BWP7.8bn. Balance sheet growth was largely driven by CCIB assets on the back of pipeline conversion and key mandates won. CPBB assets volumes reflected signs of recovery in the second half after a slow start to the year.

Customer deposits grew by 3% year on year to BWP13bn. Current Account and Savings Account (CASA) mobilisation initiatives have yielded positive results in deposits growth as total CASA grew by 18% YoY. The proportion of CASA to total deposits is expected to increase in 2023 from the ongoing efforts to reduce cost of funds through CASA mobilisation. As a result of a drop in assets at year end, advance to deposit ratio closed at 60%.

#### Risk Weighted Assets

31 Dec 2022 P'000

	31 Dec 2022 P'000	31 Dec 2021 P'000
By Risk Type	7,634,730	7,263,789
Credit	29,456	26,057
Operational	758,749	724,479
Total RWA	8,422,935	8,014,325

Total Risk Weighted Assets (RWA) increased by BWP458mm (6%) ending the year at BWP8.4bn from BWP8bn in 2021, largely due to Credit Risk RWA which closed at BWP7.6bn (6% increase) driven by intergroup placements. Favourable interest rates in the international market presented opportunities for intergroup placements which contributed to a positive return on RWA (RoRWA).

#### Capital Base and ratios

31 Dec 2022 P'000

	31 Dec 2022 P'000	31 Dec 2021 P'000
CET1 Capital	706,531	596,858
Additional Tier 1 Capital (AT1)	400,000	400,000
Tier 1 Capital	1,106,531	996,858
Tier 2 Capital	328,834	321,809
Total Capital	1,435,365	1,318,667
Capital adequacy ratio (%)	17.0	16.5
Regulatory Threshold (%)	12.5	12.5

Capital ratios remain within regulatory limits with CET 1 ending the year at 8% against regulatory limit of 4.5%, Tier 1 at 12% against regulatory limit of 7.5% and Capital Adequacy Ratio at 17% against temporary CAR relief of 12.5%.

#### Outlook

Standard Chartered Bank Botswana is the first, and currently only global Bank serving in this market. Our experience of over 125 years in Botswana, speaks to our ability to remain relevant and evolve over time to meet the needs of our clients and shareholders. Our ability to remain resilient, both globally and at home, have seen us successfully navigate through the multiple upheavals that have affected our operating environment. Most recently, we have undergone tremendous pressure through the COVID-19 pandemic, which devastated the global economy, this, coupled with elevated inflations which were exacerbated by geo-political tensions made for a challenging operating environment. Despite these, the Bank has remained resilient and has made good progress and is on track to deliver and surpass the strategy it launched in 2020.

As we make significant strides through our digital strategy, we recently launched Agent Banking which allows us to deliver holistic everyday banking solutions to a larger population. In the year 2022, we will continue to invest in partnerships and innovation as these are instrumental to our business, enabling us to increase our reach and relevance to serve clients in a meaningful way.

We are optimistic about 2023, largely based on the sound fundamentals that we have in place for sustainable business growth. Moreover, given the encouraging macroeconomic fundamentals and stable outlook, we are confident that these positive sentiments will translate into growth within the economy and thus giving us an opportunity to pursue business and deliver value to our shareholders.

Our Brand promise - Here for good, is a commitment that we have made over the years, one which lies at the very core of what we do, as we serve our employees, clients, partners, communities, and shareholders. Here for good holds us accountable to how we show up, as we focus on creating value for our stakeholders and even as we aim to maximise returns for our shareholders. Our evolution is guided by our clients, who remain at the centre of what we do. We look forward to serving this nation and our valued clients for another 125 years, as we continue to leverage our global reach and local expertise for the benefit of all.

#### We are "Here for good"...

#### Dividend Declaration

A final dividend of 68.22 thebe per ordinary share has been proposed. Subject to final regulatory approvals, this dividend will be payable on or about 17th May 2023 to those shareholders registered at close of business on 5th May 2023 with an ex-dividend date of 3rd May 2023.

#### Independent Auditors Report

Our independent auditors Ernst & Young have audited the consolidated financial statements for the year ended 31 December 2022. The audit opinion report is available for inspection at our registered office.

#### Segment performance

##### Consumer, Private and Business Banking

The CPBB continued to grow through digital channels and introduce new ways of distribution to serve individuals and small-medium businesses. The introduction of agency banking in the last quarter of 2022 will continue to be a focus.

The business further expanded the focus on the affluent segment through the renewed focus on investment products. The segment continues to pursue the Bank's sustainability agenda having launched the Bank's first solar powered branch in Main Mall branch in the first half of 2022.

Segment performance has been strong, despite the slow pace of economic recovery and market headwinds. We continue to build on the strong foundations that we have laid and strengthen our focus on growing the key value drivers of our business.

##### Corporate, Commercial and Institutional Banking

CCIB long term strategy to focus on specific client segments and differentiate through product and system capabilities is yielding sustainable year on year improvement in financial performance. We have streamlined the business segment to our areas of comparative advantage and eliminated drags on the business.

The segment recorded income growth of 69% year on year. This was a balanced growth across all product lines as our clients overcome the challenges brought about by the Russia/Ukraine war in the first half of the year. This enabled pipeline conversion to resume. The introduction of Chinese Renminbi as the first Bank to offer this currency for onshore trading, is yielding results as we claw back market share. Bottomline profit grew 1x to end the year at BWP 154mm compared to prior year of BWP 14mm.

Our Balance sheet grew on the back of pipeline conversion and key mandates won. Our asset book grew 62% year on year. The composition of our asset book has historically been skewed towards short term, transactional trade. We took a specific decision to increase our medium assets, expanding our risk appetite within our target segments. Deposits from clients grew 8% year on year as we managed our deposit mix, leveraging on system differentiation (Straight2bank) to win key transaction banking mandates.

Our investments in digital platforms to deliver our digital strategy continues to yield results with costs declining 27% year on year. The digital strategy aims to avail a full digital experience to our clients for any transaction they undertake with the Bank. Credit impairments remain well controlled. This is down from a significant loss of BWP 19mm recorded at the start of the Covid pandemic to less than 1% of the Segment profit as we continue in our quest of sustainable lending.

#### By order of the Board

  
Doreen Khama  
Chairperson

  
Mpho Masupe  
Managing Director

#### Gaborone

#### 30 March 2023

#### Statements of profit and loss For the year ended 31 December 2022

	Group		Company	
	31 Dec 2022 P'000	31 Dec 2021 P'000	31 Dec 2022 P'000	31 Dec 2021 P'000
Interest income	919,289	743,824	919,289	743,824
Interest expense	(336,140)	(299,013)	(336,140)	(299,013)
Net interest income	583,149	444,811	583,149	444,811
Fees and commission income	270,953	249,380	247,137	220,522
Fees and commission expense	(34,766)	(27,123)	(34,766)	(27,123)
Net fee and commission income	236,187	222,257	212,371	193,399
Net trading income	81,727	72,083	81,727	72,083
Other operating income	1,878	-	1,422	-
Operating income	902,941	739,151	878,669	710,293
Staff costs	(234,510)	(259,329)	(234,507)	(259,329)
Premises costs	(912)	(2,356)	(912)	(2,356)
General administrative expenses	(330,792)	(356,349)	(319,657)	(343,475)
Depreciation and amortisation	(40,662)	(41,428)	(40,662)	(41,428)
Operating expenses	(606,876)	(659,462)	(595,738)	(646,588)
Operating profit before impairment losses and taxation	296,065	79,689	282,931	63,705
Credit impairment	(42,987)	(2,722)	(42,987)	(2,722)
Profit before taxation	253,078	76,967	239,944	60,983
Taxation	(51,252)	(16,656)	(50,419)	(13,426)
Profit for the year	201,826	60,311	189,525	47,557
*Basic and diluted earnings per ordinary share (Thebe per share)	57.98	10.14	-	-

\* Basic and Diluted earnings per share comparatives have been restated

#### Statement of changes in equity For the year ended 31 December 2022

GROUP	Stated capital	Revaluation reserve	Statutory credit risk reserve	Treasury share reserve	Fair value reserve	Retained earnings	Parent company equity	Capital Contribution	Total
	P'000	P'000	P'000	P'000	P'000	P'000	P'000	P'000	P'000
As at 01 January 2021	179,273	25,696	19,152	(31,566)	(7,978)	447,197	631,774	428,213	1,059,987
Profit for the period	-	-	-	-	-	60,311	60,311	-	60,311
Other comprehensive income	-	3,701	-	-	2,147	-	5,848	-	5,848
Distributions	-	-	-	-	(30,300)	(30,300)	(30,300)	-	(30,300)
Other movements	-	-	-	-	-	-	-	-	-
Dividends on ordinary shares	-	-	-	-	(47,365)	(47,365)	(47,365)	-	(47,365)
As at 31 December 2021	179,273	29,397	19,152	(31,566)	(5,831)	429,843	620,268	428,213	1,048,481
Profit for the period	-	-	-	-	-	201,826	201,826	-	201,826
Other comprehensive income/(less)	-	-	-	(5,021)	-	(5,021)	(5,021)	-	(5,021)
Distributions	-	-	-	-	(30,300)	(30,300)	(30,300)	-	(30,300)
Other movements	-	-	-	-	-	1,985	1,985	-	1,985
Dividends on ordinary shares	-	-	-	-	(60,311)	(60,311)	(60,311)	-	(60,311)
As at 31 December 2022	179,273	29,397	19,152	(31,566)	(10,852)	543,043	728,447	428,213	1,156,660

#### Consolidated Segmental Reporting

	Consumer, Private & Business Banking	Corporate, Commercial and Institutional Banking	Total
	P'000	P'000	P'000
2022			
Profit or Loss			
Net interest revenue calculated using the effective interest method	388,736	194,413	583,149
Net fee and commission income	193,446	42,741	236,187
Net trading income & other operating income	29,925	53,680	83,605
Credit impairment	(42,554)	(4,433)	(42,987)
Net operating income	569,553	290,401	859,954
Operating expenses	(469,782)	(137,094)	(606,876)
Segment profit before taxation	99,771	153,307	253,078
Income tax expense	-	-	(51,252)
Profit for the year	-	-	201,826
Statement of financial Position			
Investment Securities	-	2,444,488	2,444,488
Loans and advances to customers	7,239,444	535,880	7,775,324
Other assets for reportable segments	137,155	6,068,038	6,205,193
Total assets for reportable segments	7,376,599	9,048,406	16,425,005
Deposits from non-bank customers	3,988,743	9,036,147	13,024,890
Other Liabilities (Assets) for reportable segments	(116,630)	2,360,085	2,243,455
Total liabilities for reportable segments	3,872,113	11,396,232	15,268,345

#### 2021

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